

Message Text

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ACTION EUR-12

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TO SECSTATE WASHDC 8619

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C O N F I D E N T I A L MOSCOW 4177

USDOC FOR BEWT/DOWNEY

PASS TREASURY FOR PARSKY

E.O. 11652: GDS

TAGS: BGEN ETRD EEWT UR US

SUBJECT: ISSUES FOR MEETING OF US-USSR JOINT COMMERCIAL

COMMISSION--SPERRY-UNIVAC ATC CONTRACT

REF: MOSCOW 3819

1. ALTHOUGH CURRENT STATE OF PLAY ON SOVIET AIR-TRAFFIC CONTROL CONTRACT IS NOT ENTIRELY CLEAR, EMBASSY HAS IMPRESSION THAT INTERVENTIONS BY SPERRY-UNIVAC AND USG OFFICIALS HAVE SUCCEEDED IN HEADING OFF WHAT MIGHT HAVE BEEN POLITICALLY-MOTIVATED AWARD OF CONTRACT TO STANSAAB.

2. ASSUMING THAT CONTRACT IS CURRENTLY IN HOLDING PHASE WHILE SOVIETS REEVALUATE SITUATION, EMBASSY SUGGESTS THAT PRESENTATION BY U.S. SIDE AT COMMERCIAL COMMISSION MEETING WOULD BE HELPFUL.

3. IN EMBASSY'S VIEW, SUCH AN APPROACH COULD APPROPRIATELY EMPHASIZE THE FOLLOWING ELEMENTS:

A) SPERRY-UNIVAC'S ARTS-III SYSTEM IS GENERALLY RECOGNIZED AS STATE-OF-THE-ART AS FAR AS ATC SYSTEMS ARE CONCERNED;

B) COMPANY HAS BEEN NEGOTIATING IN GOOD FAITH WITH SOVIET ORGANIZATIONS SINCE AUGUST 1973, AT CONSIDERABLE EXPENSE;

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C) WE UNDERSTAND THAT DESPITE RECOGNITION BY APPROPRIATE

SOVIET TECHNICAL PERSONNEL OF SUPERIORITY OF ARTS-III
SYSTEM, SOVIET SIDE IS CONSIDERING GIVING THIS CONTRACT TO
SWEDISH COMPANY ON POLITICAL GROUNDS;
D) DECISION OF THIS SORT WOULD BE REGRETTED BY U.S. SIDE.
THE FAA WOULD NOT BE IN A POSITION TO COOPERATE IN THE OPERATION
OF A NON-US SYSTEM; AND
E) ALL NECESSARY USG APPROVALS FOR THE EXPORT OF THE
ARTS-III SYSTEM HAVE BEEN ISSUED.
STOESSEL

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